

Message Text

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PAGE 01 MANILA 05339 050529Z

ACTION EA-12

INFO OCT-01 ISO-00 EB-08 COME-00 /021 W

-----117228 050531Z /15

P 050328Z APR 78

FM AMEMBASSY MANILA

TO SECSTATE WASHDC PRIORITY 3894

UNCLAS MANILA 5339

E.O. 11652: N/A

TAGS: BEXP, RP

SUBJ: COMMERCIAL ASSISTANCE: INFO SCI INTERNATIONAL

REF: A. STATE 067464, B. STATE 085300, C. EMBASSY LETTER TO ROBERT KELLY, IMM, USDOC OF OCTOBER 18, 1977, D. MANILA A-187 DATED AUGUST 20, 1976

1. PHILIPPINE COMPUTER INDUSTRY IS ONE OF THE MOST ACTIVE IN SOUTHEAST ASIA WITH RELATIVELY HIGH COMPUTER POPULATION. (SEE A-187 OF AUGUST 20, 1976 FOR GENERAL DISCUSSION OF LOCAL INDUSTRY.) LOCAL INDUSTRY PRINCIPALLY CONCERNED WITH PROVIDING PACKAGES OF SMALL MACHINE SYSTEMS AND SOFTWARE OR WITH RENTING MACHINE TIME PLUS SOFTWARE. THEREFORE, LOCAL INDUSTRY CONSIDERS FOREIGN SOFTWARE FIRMS AS DIRECT THREAT TO ONE OF ITS MAIN SOURCES OF INCOME.

2. RECENTLY, HEARINGS WERE HELD BY BOARD OF INVESTMENTS (BOI) CONCERNING U.S. SOFTWARE FIRM WHICH, WITH PHILIPPINE PARTNER, WAS PROPOSING TO INVEST HERE. RESULTS OF HEARINGS WERE NEVER PUBLISHED BECAUSE LOCAL COMPUTER INDUSTRY TESTIMONY WAS SO NEGATIVE THAT US-PHILIPPINE INVESTORS DECIDED TO WITHDRAW APPLICATION RATHER THAN RISK AN UNFAVORABLE REPORT.

3. ON EVIDENCE OF THESE HEARINGS, EMBASSY DOUBTS INFORMATION SCIENCE WILL BE ALLOWED TO ENTER PHILIPPINE
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MARKET. HOWEVER, IF MISSION DOES DECIDE TO COME TO MANILA, PLEASE ADVISE EXACT DATES OF VISIT AND WE WILL BE PLEASED TO ORGANIZE A PROGRAM OF APPOINTMENTS.

4. PHILIPPINE COMPUTER SOCIETY IS SPONSORING SOUTHEAST ASIA REGIONAL COMPUTER CONFERENCE SEPTEMBER 4-8, 1978. THIS MEETING WILL ATTRACT COMPUTER EXPERTS THROUGHOUT

SOUTHEAST ASIAN REGION. IN REFERENCE D, EMBASSY REPORTED
MEETING AND ASK IF USDOC WOULD BE INTERESTED IN
PARTICIPATING SINCE MANY COMPUTERS ARE ON EMBASSY LIST
OF TEN BEST PROSPECTS. INFORMATION SCIENCE MAY ALSO
CONSIDER ATTENDING THIS CONFERENCE. STULL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MANILA05339
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780146-0526
Format: TEL
From: MANILA
Handling Restrictions: n/a
Image Path:
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Office: ACTION EA
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 78 STATE 67464, 78 STATE 85300
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 18 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3069935
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL ASSISTANCE: INFO SCI INTERNATIONAL
TAGS: BEXP, RP
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/3210eeb5-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014